



# **Dep. of State Briefing on Future Business Forecast**

December 17, 2021



# *Agenda*

U.S. DEPARTMENT of STATE



## A/OPE

- **Introductions**
  - Mike Derrios, SPE
  - George Price, OSDDBU Director
- **FY22 Procurement Forecast Process**
  - Anna Urman
- **Acquisition (Acq-X) Experience for Stakeholders – Future State**
  - Mike Derrios
  - Polling
- **Crowdsourcing**
  - Mike Derrios
  - George Price
  - Industry
- **Closing remarks**
  - George Price
  - Mike Derrios
  - Paul Foldi

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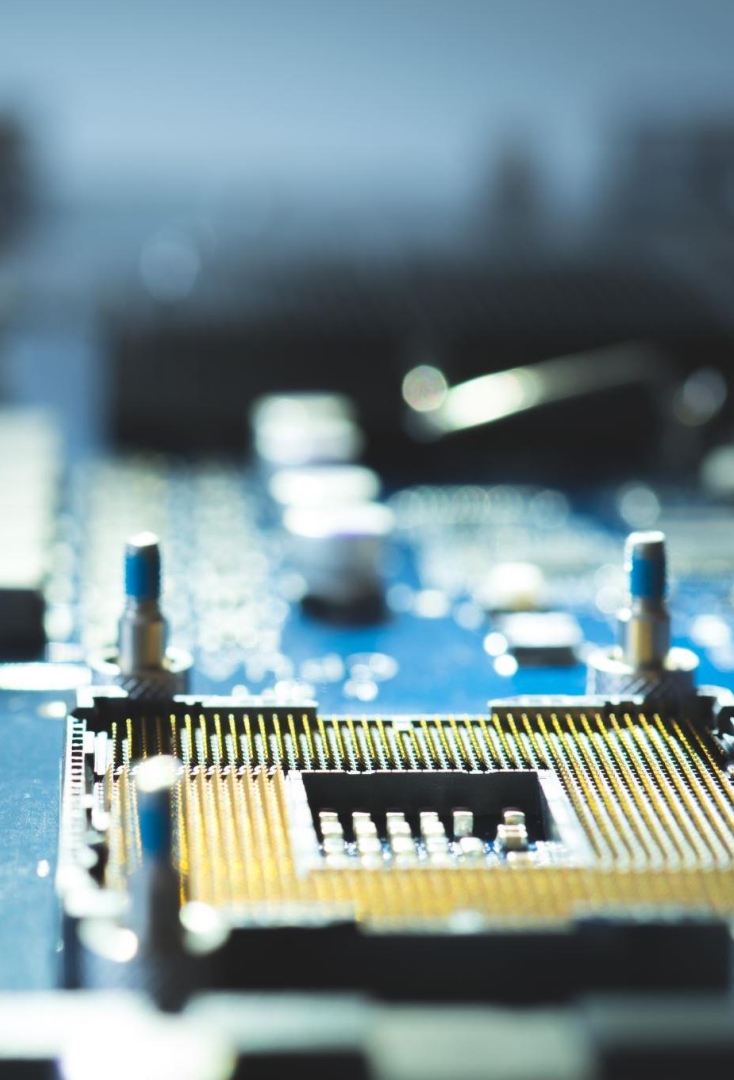


# Department of State Procurement Forecast *Current Process*

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Anna Urman, Sr. Procurement Analyst  
Office of Small and Disadvantaged Business Utilization  
(OSDBU)

*December 2021*



# Overview

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- Data request and collection process
- Interface / technology used
  - Internal data inputs
  - External: industry output
- Challenges

1. Annual Action Memo from the Deputy Secretary for Management (D-MR) to all bureaus
2. Bureaus submit their acquisition forecast line items based on best information available (~3 weeks)
3. Manual QA / data cleanup (OSDBU)
4. Combined forecast published to website (OSDBU)

## Input Tools

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SharePoint

Instructions, FAQs, App



Lists

Data collection site / database



PowerApps

Custom App to ease data input



Excel

Multiple entries upload using standard format (data validation)

## OSDBU: Forecast SharePoint landing page

### Procurement Forecast



Price, George L.  
Director

The Department must publish an annual forecast of opportunities, as mandated by 15 USC § 644.

The forecast is [available to the public using this link](#).

The Department of State Forecast of Contracting Opportunities informs vendors of anticipated contracts offered by DOS for the current fiscal year. It is the policy of the Department to provide timely and accurate information to the public regarding DOS forecast of future prime contracting opportunities which is made available to the public via the [OSDBU website](#).

The Procurement Forecasting tool facilitates reporting, simplifies data entry, reduces errors, and enables bureaus to enter and update information directly.

The Procurement Forecast Site is hosted by OPE in conjunction with OSDBU and AQM.

**FY22 Procurement Forecast**

Search: [ ] X

Items in View: 16

Download & Create Entry

Upload completed Spreadsheet

Requirement Identification	Requirement Description	Date	NAIC Code
AL-0075	2025 George G. Meade Childcare	12 Nov 20	US
AL-0076	2025 George G. Meade Childcare	12 Nov 20	US
AL-0077	2025 George G. Meade Childcare	12 Nov 20	US

Created: 8/25/2021 6:29 AM Modified: 8/25/2021 6:29 AM Modified by: St. George, Dan

Locksmith services

Microsoft List view of the forecast items; allows export to .xlsx & other SharePoint functions

Graphical statistics / analysis on the Forecast submissions within the online database.

Search tool by any data element

Spreadsheet template download


Complete spreadsheet

Learn more →




# FY22 Procurement Forecast

V2.0

 Procurement Forecast Database


Export View


On-Line New Entry Form

 Metrics

Search:   

Items in View: 527


 Download & Create Entries in Excel




 Upload completed Spreadsheet

1


## Procurement Forecast Form

To maintain data integrity the SAVE option will not appear until all fields are completed

 Close - No Save


* Fiscal Year <input type="text" value="FY22"/>	Target Award Quarter <input type="text" value="Select Quarter"/>	Point of Contact Name <input type="text" value="Select Point of Contact"/>	Office Symbol <input type="text" value="Enter Office Symbol"/>
Requirement Description <input type="text" value="Enter Requirement Description"/>			
New Requirement? <input type="text" value="New Requirement?"/>	Past Competition  <input type="text" value="-"/>	Past Set-Aside  <input type="text" value="-"/>	
Click here to select the NAICS Code <input type="text" value="-"/>		Estimated Value <input type="text" value="-"/>	
Incumbent Contractor <input type="text" value="Enter Incumbent Contractor or N/A"/>	Length of Performance <input type="text" value="- Select -"/>	Place of Performance  <input type="text" value="Enter US or the applicable Country Name"/>	




 Procurement Forecast Database


Export View

Search:




Items in View: 527

 Download & Create Entries in Excel

 Upload completed Spreadsheet

On-Line New Entry Form

 Metrics



In lieu of using this application to enter your FY22 Procurement Forecast you can download an Excel spreadsheet to your Downloads folder when on-site, in GO Virtual or using your EMD (GO Desktop). You cannot download files via GO Browser.

**IMPORTANT:** After downloading please save the excel file to another location as:

**Bureau-Submitter's Username-FY22PF.xlsx**, i.e. **IRM-SmithAB-FY22PF.xlsx**.


Open the spreadsheet using the **desktop version of Excel** and enter your FY22 Procurement Forecast data into the spreadsheet and then upload the completed spreadsheet using the **Upload completed Spreadsheet** link above.

**NOTE:** Please **do not** enter the same submissions in both, this application and the spreadsheet. Some spreadsheet columns have a choice dropdown to maintain field data integrity. Please only enter selectable data in these columns so it can be effectively imported into the primary database.


Your FY22 Procurement Forecast submissions will be reviewed and imported into the Procurement Forecast primary database asap.


# FY22 Procurement Forecast

V2.0

 Procurement Forecast Database


On-Line New Entry Form


 Export View

 Metrics

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Microsoft Lists

Search this list

+ New Edit in grid view Share Export Automate Integrate ...

All Items

Office of Small and Disadvantaged Business Utilization

**FY22 Procurement Forecast** ★

Created By	Fiscal Year	Requirement Descri...	Office Symbol	New Requirem...	NAICS-Codes	Past Competition	Past Set-Aside	EstimatedValue	Incumbent Contractor	Length of Perfo...	Tar
	FY22	Data Analytics BPA	R/PPR	Recompete	541611 - Administrative Management and General Management Consulting Services	Competitive	Unrestricted	> \$20M and < \$50M	Accenture	5 years	
	FY22	Systems Development BPA	R/PPR	Recompete	541512 - Computer Systems Design Services	Competitive	Unrestricted	> \$100M and < \$500M	Accenture	5 years	
	FY22	Translations BPA	R/PPR	New	541930 - Translation and Interpretation Services	N/A	N/A	> \$5M and < \$10M	N/A	5 years	
	FY22	Forecasting Tool	A/OPE	New	541618 - Other Management	N/A	N/A	> \$1M and < \$5M	N/A	5 years	

# FY22 Procurement Forecast

V2.0

Procurement Forecast Database

Export View

Search:

Items in View: 527

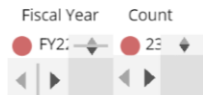
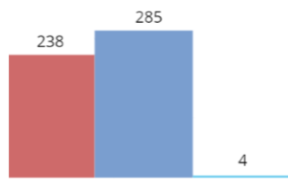
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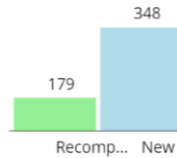
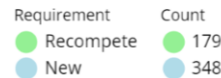
On-Line New Entry Form

Metrics

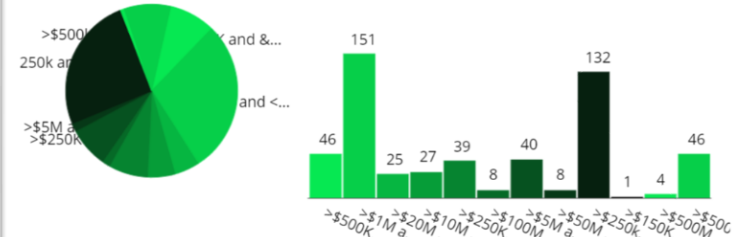
## Entries



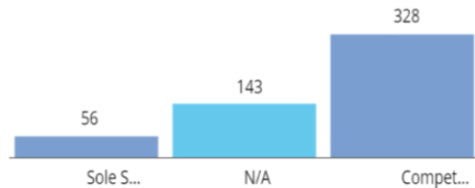
## New or Recomplete



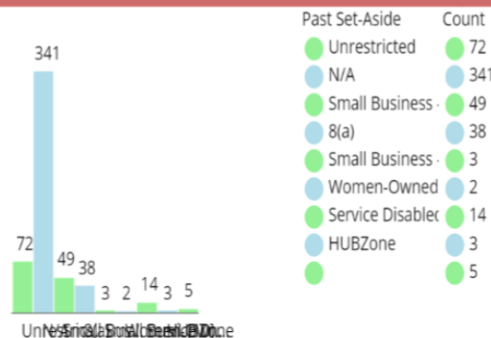
## Estimated Values



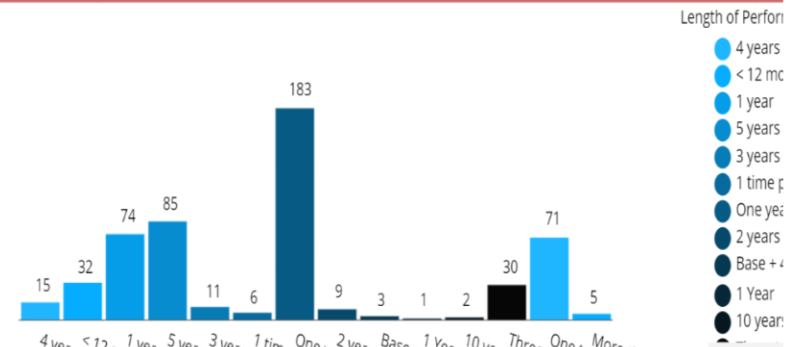
## Past Competition



## Past Set-Aside



## Length of Performance





Public Law 100-656, the Business Opportunity Development Reform Act of 1988, amended the Small Business Act to place new emphasis on acquisition planning. The law requires agencies to compile and make available projections of contracting opportunities small and small disadvantaged firms may be able to perform.

In response to this requirement, the Department of State Forecast of Contract Opportunities includes projections of anticipated contract above the simplified acquisition threshold that small businesses, small disadvantaged businesses, women-owned small businesses, HUBZone small businesses, and service-disabled veteran-owned small businesses may be able to perform under direct contracts with the Government, or through subcontracting opportunities. This Department-wide forecast of contract opportunities expands upon individual efforts already implemented at Department of State aimed at enhancing competition in contracting. The forecast consolidates anticipated procurements at various State Department acquisition activities.

The Forecast of Contract Opportunities is updated annually, in the first quarter of the fiscal year.

**Department of State Procurement Forecast Fiscal Year 2022 (Updated 12/02/2021)**

**Department of State Procurement Forecast Fiscal Year 2021**

**Department of State Procurement Forecast Fiscal Year 2020**

# Results – Industry View





## OSDBU Recommendations

- **Integrate with existing systems**
  - Budget (new requirements)
  - Acquisition Planning (recompetes)
- **Facilitate dynamic, up-to-date reporting**
  - Real-time updates vs. static, annual report
  - Evergreen information retains relevancy, usefulness
- **Impose accountability**
  - Bureaus should have consequences for missing responses
  - New requirements not on the forecast must get visibility
- **Ensure accuracy, clarity of submissions**
  - Provide sufficient insight into actual requirements
  - Content, data should match acquisition planning
  - Listed POCs should be familiar with acquisition
- **Provide briefings to industry**
  - Scheduled throughout the year
  - Include relevant SMEs



# Office of the Procurement Executive

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Acquisition Experience (Acq-X) for Stakeholders  
*Future State*



# A/OPE

*What if....?*

Imagine a **DOS Industry Liaison Program of the Future** that elevates the Acquisition Experience for our external stakeholders based on dedicated and integrated procurement planning that informs transparency and creates a data-rich environment. It would leverage cognitive tools to automate information-sharing, establish a virtual community to enable new ways of dialogue between Industry and Government, promote actionable thought leadership for procurement at the execution level, and focus equally on pre-solicitation and post-award success.

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# Acq-X for Stakeholders – Future State



**A/OPE**

It all starts with a *dynamic and collaborative* **Acquisition Planning Forecast System (APFS)**



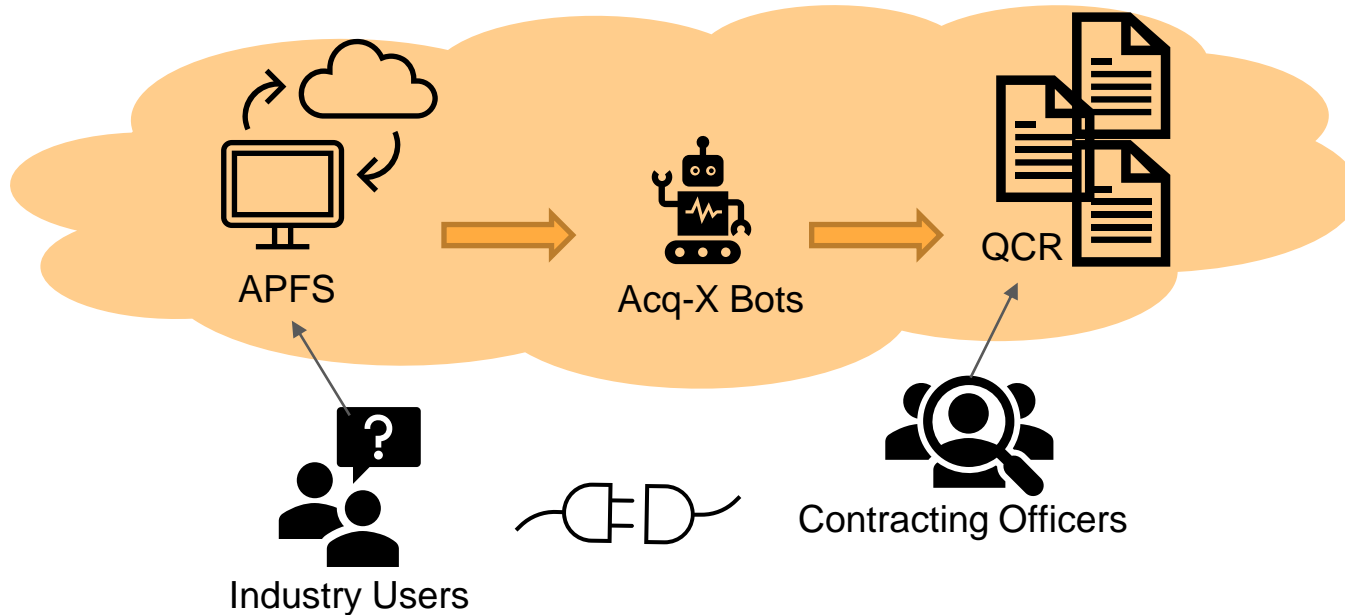
- Informed by annual **Procurement Planning Conferences**
- Provides for near real-time information access to procurement opportunities
- Entries are fluid vs. static and updated throughout the pre-solicitation life cycle
- Industry Partners are automatically notified when an update is made to a procurement opportunity





## Acq-X for Stakeholders – Future State

The interface between the APFS and QCR, powered by **AI bots**, enables a meaningful, automated, **exchange of information** between Industry and Government



- Industry Partners can submit an electronic request for a status update of a procurement opportunity
- Acq-X Bots crawl the **OPE Quad Chart Repository (QCR)** on Sharepoint to return automated updates to the requester or notify the Contracting Officer if more information is needed on the APFS entry

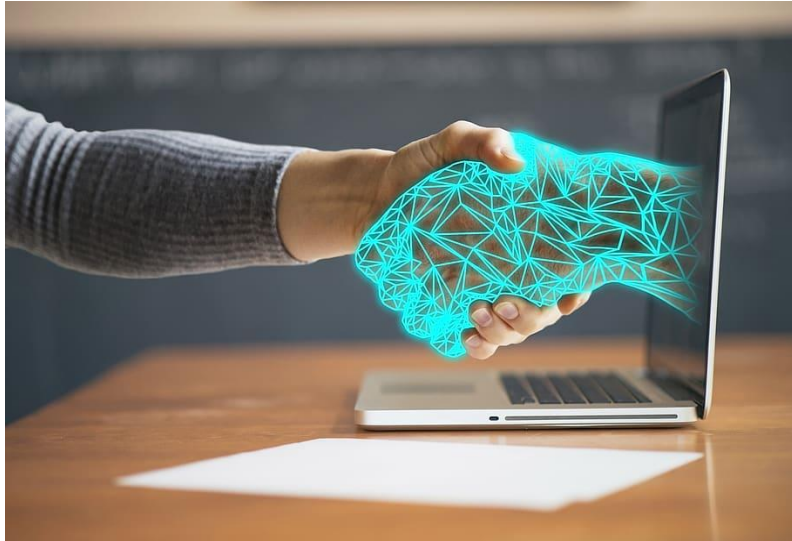


# Acq-X for Stakeholders – Future State



**A/OPE**

Relationship-building and dialogue are promoted through an **online community platform** where Industry and Government can meet virtually to discuss DOS acquisition



- Brings together the entire DOS Acquisition Enterprise, to include COs, PMs, CORs, and Industry Partners, through one electronic medium
- Creates unique opportunities for Industry and Government to discuss procurement together to share ideas
- Elevates dialogue through new virtual communication tools (e.g., Wiki pages, Vlogs, Chat Tools)
- Provides a forum for Industry Partners to collaborate with each other to develop potential partnering opportunities



# Acq-X for Stakeholders – Future State



# A/OPE

**Crowd-sourcing** is a routine way of pulsing our **stakeholder universe** for ways to optimize procurement activity and maximize mission outcomes



- Brings together the entire stakeholder universe to include Industry, Trade Associations, Academia, U.S. Citizens etc. to inform important procurements through ideation before the RFP is developed
- Allows a “safe space” for information-sharing and preserves the integrity of the procurement process
- Elevates dialogue through new virtual communication tools (e.g., Wiki pages, Vlogs, Chat Tools)
- Augments more traditional industry outreach efforts by focusing on pre-planning activities



# Acq-X for Stakeholders – Future State



# A/OPE

We go beyond the Kick-off Meeting to start the **contractual relationship** off the right way through a **Contractor Onboarding Program** ...

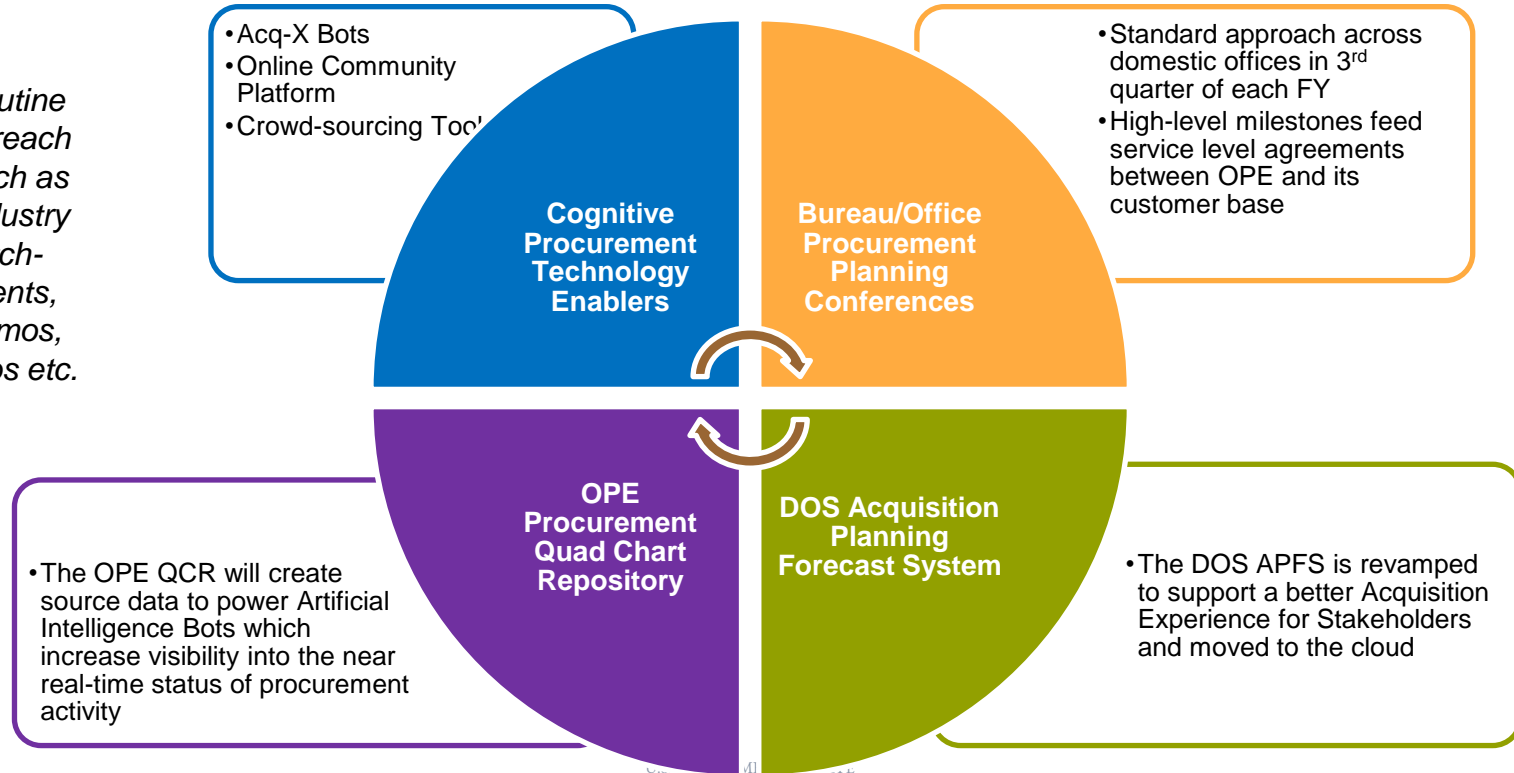


- It's just as important to socialize a new company into the DOS environment as it is our own employees
- Provides a virtual “orientation” with useful information that a new company doing business with DOS will need to know to hit the ground running
- Helps to expedite contracting support for OPE customers



## Acq-X for Stakeholders – Future State

*Including routine industry outreach activities such as Reverse Industry Days, Match-making Events, Product Demos, Vendor Expos etc.*







# Acq-X for Stakeholders – Future State



A/OPE

The future  
is coming!

